

Message Text

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71

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 AID-05 CIAE-00 COME-00 FRB-01

INR-07 NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 AGR-10 PM-04 MC-02

DODE-00 OES-05 FEA-01 INT-05 SS-15 IGA-02 L-03 AS-01

/110 W

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R 191547Z JAN 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2902

UNCLAS LAGOS 00715

E. O. 11652: NA

TAGS: BEXP, NI

SUBJ: FY 1976 COUNTRY COMMERCIAL PROGRAM SECOND
QUARTER PROGRESS REPORT

1. COUNTRY COMMERCIAL ACTION GROUP (CCAG) MET AND REVIEWED
SECOND QUARTER ACCOMPLISHMENTS ON FY 76 CCP, ON JANUARY 19.

2. ALL SIGNIFICANT ACTION REQUIRED UNDER CCP BY END OF
DECEMBER WERE COMPLETED.

3. DURING SECOND QUARTER, POST WAS OCCUPIED WITH VISIT OF
PETROLEUM ENGINEERING EXECUTIVES DELEGATION AND WITH PRE-
PARATIONS FOR TRADE MISSIONS TO BE HELD JANUARY (AVIONICS)
AND FEBRUARY (SEMI ARID LAND DEVELOPMENT TSS). IN ADDITION
THERE WAS NUMBER OF OFFICIAL VISITORS INCLUDING A REPRESENTATIVE
FROM FAA AND FROM COMMERCE: C. ATKINS, MEPD AND R. VIGNEAULT
FROM OIM'S EXPOSITION STAFF. THE HIGH-VOLUME OF VISITS FROM
NIGERIAN, AMERICAN AND OTHER FOREIGN BUSINESSMEN CONTINUED.

4. THERE HAS BEEN A RESTRUCTURING OF THE ASSIGNMENTS OF
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LOCAL EMPLOYEES WHICH HAS FREED AMERICAN OFFICER STAFF FOR

MORE PRODUCTIVE MARKETING ACTIVITIES. INCREASE OF TRAVEL BY THE E/C SECTION INCLUDED VISITS BY CHIEFS OF SECTION TO KANO, NORTH CENTRAL AND SOUTH EAST STATES; BY MR. R. ROBERTS TO SOUTH EAST STATE; BY MR. R. REDMOND TO EAST CENTRAL STATES; BY MR. J. ATCHLEY TO SOUTH EAST STATE; BY MR. J. SULLIVAN TO NORTH CENTRAL, NORTH EAST, AND BENUE PLATEAU STATES. ACCENT ON FINDING TRADE AND INVESTMENT OPPORTUNITIES.

5. A NEW TREND, SUGGESTING MORE AMERICAN PARTICIPATION IN NIGERIAN DEVELOPMENT, APPEARS IN A NUMBER OF TRANSACTIONS IN WHICH THE EMBASSY HAS TAKEN AN ACTIVE PART. THESE INCLUDE THE SALE OF 26 DIESEL LOCOMOTIVES, THE SALE OF DOL140 MILLION WORTH OF NON-TACTICAL VEHICLES TO THE ARMY, THE SALE OF 250,000 PAIRS OF COMBAT BOOTS, AND A MULTI-MILLION DOLLAR PORT DECONGESTION CONTRACT. THE MINISTRY OF DEFENCE IS SEEKING BIDS THROUGH THE EMBASSY FROM U.S. FIRMS ON A LARGE MILITARY HOUSING PROJECT AND THE MINISTRY OF AGRICULTURE HAS EXPRESSED A SIMILAR SHOW OF INTEREST FOR LARGE AGRIBUSINESS DEVELOPMENT PROJECTS AROUND THE COUNTRY.

EASUM

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